

To Whom It May Concern,

As you may remember, I opened Salt Water Farm Café and Marketplace in the Union Hall building in the spring of 2013. I remember meetings with the architect group and the developer (Leucadia), where we studied images of the town of Rockport at the turn of the century, when Main Street was a hub of human activity, and the harbor was busy with industry. These images served as inspiration for us as to what Rockport *could* become. We all remember driving through town before the Shepherd Building and Union Hall Building were restored. If it weren't for the Cornershop, Rockport would have been merely a ghost of a town with plenty of places to park your car on most days. I believe that the development of those two buildings brought a pulse to Rockport, one that business owners of Rockport are working hard to maintain. To sustain that pulse and for the town to thrive, it needs a critical mass of human traffic and I believe that the hotel can get it there. The difference between success and failure in a restaurant is an additional five tables a night. A hotel will broaden the margins of local businesses, which I hope is something we all want for our local business owners. When I was new to town, it was Peter Ralston that told me "A rising tide floats all boats." It is in that spirit, that I support the efforts of the Smith family.

Thanks for reading,
Annemarie Ahearn